

The Man's Store—Official Weather Report—Cloudy and warmer.



Hurry!

—down to D. J. Kaufman's Final Reduction Sale of Fine M. S. M. Suits and Overcoats today and save a big bunch of money on a suit or overcoat that'll be just as good for next season's wear as it is for now.

\$20 and \$25 Suits and Overcoats..... \$13  
\$30 and \$35 Suits and Overcoats..... \$19

Money's Worth or Money Back.

**D. J. Kaufman**  
(Incorporated)  
1005-7 Pa. Ave.

WOMAN IS SCARED, BUT INTRUDER RUNS

Mrs. Joseph Ward, 1011 H street north-west, was startled yesterday morning when she discovered a negro about 20 years old in the hallway of her apartment. The intruder evidently was as frightened as Mrs. Ward. He grabbed her, then pushing her aside took the key from the door, slammed it and locked it from without, and then made off. He gained entrance to the place through a side hall door. Nothing was missed from the apartment.

ANGER CAUSES COLDS, SAYS HEALTH EXPERT

Power of Suggestion Will Cure Disease, She Declares.

Miss Elizabeth Timlow, who directs a boarding school in Scott circle and is a health expert besides, says a cold is caused by peevishness or anger rather than a draught or wet feet.

Miss Timlow explained some of her ideas to a gathering of blind persons at the Congressional Library last night.

"It is anger, resentment, fear and worry that cause people to be sick," said Miss Timlow. "These emotions cause the heart to act too fast or too slow and the body gets out of order right away. Fear will make the heart beat slowly for an hour or maybe a month."

"We think that we get colds, grip and pneumonia and a host of other diseases because we have gotten our feet wet, or because of a draught, but we simply believe that because we have been trained so. A child can be trained to believe almost anything."

Miss Timlow urged the cultivation of love and other virtues, and these, she said, were a tremendous power to destroy the suggestions of sickness.

CROWDS AT LIBRARY SMALLER THAN USUAL

Only One-Third as Many Visitors as at McKinley's Inauguration.

Twenty-four thousand persons visited the Congressional Library on inauguration day. It is the smallest attendance the library has had on an inauguration day for many years, the highest being 68,000 on the day President McKinley was inaugurated. It seems that many of the inaugural visitors hiked for the library just as soon as they were off the train. For several days at each inauguration it was the most crowded place in town. In some way or other the visitors find time to see the library on inauguration morning and evening.

Beautiful Spring Flowers delight the eyes of the inaugural visitors at Gude's, 1214 F st.—Adv.

LOVE IS DISTURBANCE OF NERVES SAYS WIZARD

Dr. Grebs, Addressing Salesmanship Club, Discusses Psychology.

"Simply an equalizing of the disturbed peripheral nerves," such is love, according to Dr. Stanley L. Grebs, probably the foremost salesmanship and efficiency expert of the world, who last night addressed the Salesmanship Club of Washington at the Raleigh.

His address was a scientific treatise on the subject of salesmanship and advertising. Dr. Grebs believes the most successful salesman is the one who is the most thorough student of psychology, and will apply certain unvarying laws of nature.

Through numerous convincing illustrations Dr. Grebs pointed out the qualifications of a salesman as they should be.

He gave suggestion as another definition of love. "To tell just what suggestion means and how important it is, the salesman should know all about it," Dr. Grebs spoke in detail of kindred influences, mesmerism and hypnotism.

Dr. Grebs declared that contrary to the popular belief, there was nothing of the occult about these powers, but that their basic principles were laws of nature.

Attention and indirect suggestion were described by Dr. Grebs as being only two ways of getting an idea across. He emphasized the force of iteration, or direct suggestion, because he said it eventually produces the desirable line of least resistance in the mind.

Dr. Grebs was inclined to direct suggestion, or the roundabout way, as the ally or friend of the salesman. The salesman, customer and ally form triangular salesmanship, he said.

"Closer said performs enhance the attractiveness of women," said Dr. Grebs, illustrating how such a question would be a valuable aid for a perfume manufacturing firm and would be indirect suggestion. Dr. Grebs is very much of an optimist. For instance, he spoke very cheerfully of hot weather and mosquitoes. While others complain of these conditions, Dr. Grebs takes advantage of them and not infrequently with the result that he lands a sale. "At all times smile, not grin, but smile, and always be cheerful," was Dr. Grebs' closing advice to salesmen.

His address was exceedingly interesting and imparted much valuable information. An effort will be made to have him speak before the club again.

RAILROADS TO MAKE EMBARGOES UNIFORM

Through Routes Provided for Food and Other Necessities.

The American Railway Association's Car Service Commission last night sent to all railroads notices requesting that embargoes on all lines be made uniform. The notice was issued so that the commodities exempted from one line would not be embargoed on a connecting line.

This order, it is understood, will be made effective immediately providing direct routes over all big trunk lines for food, fuel and other vital necessities. At the same time the extension of the system whereby export traffic is held back until vessel space has been actually provided was asked by the commission.

The commodities to be given free passage include livestock, perishable goods, foodstuffs, animal feed, cans for food, printing paper, fuel and shipments of the government. During seasons when the demand is greatest the same free passage should be accorded fuel and garden seeds, nursery stock and agricultural implements and accessories, the Commission recommended.

500 CULVER CADETS SEE BEERBOHM TREE

Five hundred cadets of the Culver Military Academy attended "Henry VIII," acted by Sir Herbert Beerbohm Tree, at the National Theater last night. Col. and Mrs. L. R. Gignilliat chaperoned the boys.

Among the guests were: Vice President and Mrs. Thomas Marshall, Mr. and Mrs. Newton D. Baker and their guests, Miss Susan Dukeheart, Gen. and Mrs. Hugh Scott, Chief of Staff, U. S. A.; Maj. and Mrs. J. J. Kingman, Maj. J. Q. Adams, Capt. and Mrs. Henry Cootner, City Postmaster and Mrs. M. O. Chance, Mr. and Mrs. Robert Downs, Mr. and Mrs. Lehigh Robinson, Mrs. H. P. Wolfe, Miss Anne C. Lee, granddaughter of Gen. Robert E. Lee, Miss Anne C. Dulaney and Miss Alice Meredith.

Yesterday morning 200 of the cadets visited the Naval Academy at Annapolis and this morning the same number will visit Mount Vernon. Tonight the entire corps will leave for Culver, Ind., on two special trains over the Pennsylvania Railroad, stopping enroute in Pittsburgh.

WEATHER CONDITIONS.

District of Columbia: Partly cloudy and warmer Wednesday; Thursday rain and warmer; moderate wind to south.

Maryland and Virginia: Partly cloudy and warmer Wednesday; Thursday rain, warmer in east portions; moderate east to south winds.

The Eastern coast has passed the Newfound land coast and has been succeeded by a marked high pressure area with clearing and colder weather with frost Wednesday morning as far south as central Florida. Another disturbance of marked character from the extreme northwest is central over extreme eastern Nebraska, but as yet unattended by precipitation except to the northward. Elsewhere the weather was fair.

The Western disturbance will move eastward attended by snow and rain Wednesday in the upper Lake and western lower Lake region, and the Ohio Valley, reaching the eastern lower Lake region by Wednesday night and the Middle Atlantic States and New England by Thursday. The weather will be fair Wednesday in the Atlantic States and Wednesday and Thursday in the Gulf States.

LOCAL TEMPERATURE.

Time	Temperature
Midnight	36
1 a. m.	35
2 a. m.	34
3 a. m.	33
4 a. m.	32
5 a. m.	31
6 a. m.	30
7 a. m.	29
8 a. m.	28
9 a. m.	27
10 a. m.	26
11 a. m.	25
12 noon	24
1 p. m.	23
2 p. m.	22
3 p. m.	21
4 p. m.	20
5 p. m.	19
6 p. m.	18
7 p. m.	17
8 p. m.	16
9 p. m.	15
10 p. m.	14
11 p. m.	13
12 noon	12

OTHER TEMPERATURES.

Place	High	Low
Ashville, N. C.	32	24
Atlanta, Ga.	32	24
Baltimore, Md.	32	24
Boston, Mass.	32	24
Chicago, Ill.	32	24
Cincinnati, Ohio	32	24
Cleveland, Ohio	32	24
Denver, Colo.	32	24
Indianapolis, Ind.	32	24
Kansas City, Mo.	32	24
Los Angeles, Cal.	32	24
New Orleans, La.	32	24
New York, N. Y.	32	24
Omaha, Neb.	32	24
Philadelphia, Pa.	32	24
Pittsburgh, Pa.	32	24
San Francisco, Cal.	32	24

MARRIAGE LICENSES.

Philip B. Sproule, 21, and Mable O. Sherwood, 19, both of Green Springs, Va. Rev. Harry D. Hilditch.

John B. Mallard, 21, of Loudoun, N. C., and Margaret C. Smyth, 21, of Charlotte, N. C. Rev. Titus E. Davis.

John E. Pluman, 20, of Winchester, Va., and Rosalie B. Colston, 20, of Charles Town, W. Va. Rev. Amos Clark.

George J. Marr, 24, and Anna M. Muller, 19, both of Baltimore, Md. Rev. James E. Arnold.

Julian G. Gratz, 21, and Virginia W. O'Brien, 18, both of Richmond, Va. Rev. John H. Jeffries.

William M. Dodson, 21, and Olivia Brown, 20, both of Culpeper, Va. Rev. Howard F. Downs.

Charles L. Mintiens, 20, and Marie L. Miller, 20, both of Baltimore, Md. Rev. L. Morgan Chambers.

Edward D. Reapome, 23, of Elliptsburg, Pa., and Adda J. Rice, 21, of Landisburg, Pa. Rev. Hugh T. Stevenson.

William George, 21, and Lettie E. Bishop, 20, Rev. John H. Jeffries.

Leon G. Higgins, 25, of London, Va. Rev. James E. Arnold.

Robert L. McIntire, 27, and Lena McIntire, 29, Rev. L. Morgan Chambers.

Upton G. Mondor, 46, of Mt. Holly Springs, Pa., and Mary R. Weigel, 28, of Goodfear, Pa. Rev. John H. Jeffries.

Harold T. Hillinger, 28, and Anna M. Nichols, 21, both of Philadelphia, Pa. Rev. E. Hax Weaver.

Clarence E. Stone, 25, and Annie Janetta Lee, 20, both of Portsmouth, Va. Rev. Henry T. Owsen.

Lee G. Sims, 24, of Macon, Ga., and Mary O. Hess, 21, of this city. Rev. J. Ralph Wright.

William Medley, 22, and Sarah Duvall, 21, Rev. Thomas E. Broadus.

William P. Luff, 25, and Beulah K. Richardson, 23, both of West Chester, Pa. Rev. William J. Howard.

Harry C. Alexander, 29, of Upperville, Va., and Hester T. Evans, 27, of Williamsburg, Va. Rev. M. W. D. Newman.

William E. Whittier, 41, and Elsie M. Walker, 23, Rev. Frank Washington.

James Francis, 34, and Mattie West, 22, Rev. Charles H. Giddens.

William H. Wallace, 29, of High Point, N. C., and Josephine H. Pleasant, 25, of Chicago, Ill. Rev. Thomas J. Brown.

Samuel H. West, 23, and Flora S. Weaver, 20, Rev. Alfred J. Tyler.

William Henry, 27, and Lavonia Green, 27, Rev. Simon P. W. Drew.

Elmer W. Shorter, 22, and Julia A. Mason, 19, Rev. George H. Harris.

Seventh and Eye Streets. **House & Herrmann** Cash or Credit Seventh and Eye Streets.

## The Spring Stock Offers Many Surprising Specials

Now is when you will begin to put the house in order for the spring and summer—and right at the outset we are able to give you practical advantage. Our qualities at our prices are exceptional—and you will find them to be so.

**CREX GRASS RUGS**

and also full assortment of New Fiber and Wool and Fiber Rugs—in all styles and effective patterns. Just note these quotations for GENUINE Crex Rugs—

27x54—	Plain	98c
	Stencil	\$1.25
36x72—	Plain	\$1.75
	Stencil	\$1.95
6x9—	Plain	\$4.95
	Stencil	\$5.45
9x12—	Plain	\$8.95
	Stencil	\$9.95

**New Whitney Carriages**

None better than Whitney's, you know—and no better Whitney's than comprise our variety of models and styles—especially the All-Reed Pullman—like the picture—big and roomy, with full roll edge on hood; artillery wheels; rubber tires; steel gearing and windshield; natural finish.

Our Special Leader at... **\$21.25**

## Three Bedroom Pieces—Specials

Dresser and Chiffonier match in design—and are made of excellent grade of Oak; well finished throughout; with bevel-plate oval mirrors, and swell-front top drawers.

**Dresser, \$18.85 Chiffonier, \$17.25 Bed, \$7.95**

## DEPARTMENT RECEIVES BIDS FOR SUBMARINES

The Navy Department yesterday afternoon opened bids for eighteen more coast and harbor defense patrol dirigible balloons, for which \$5,000,000 is now available. The bids were from:

Goodyear Tire and Rubber Company, Akron, Ohio; B. F. Goodrich Company, Akron, Ohio; Connecticut Aircraft Company, New Haven; Curtiss Aeroplane Company, Buffalo, and A. R. Knabenshue, New York.

The specifications are 100 feet in length, 60 feet high, 100 horse-power at maximum safety at 7,500 feet, a speed of 6 miles per hour at 90 feet, 16-hour fuel capacity, 16-hour cruising capacity at 35 miles per hour, and ability to rest on the surface of the water.

## REVIVE \$5,000 POST; JOURNALIST GETS IT

George R. Cooksey, a well known newspaper man, was sworn in yesterday as assistant to William G. McAdoo, Secretary of the Treasury. This post was revived after more than 100 years of non-existence. The last man to hold that position was Tenche Cox, of Pennsylvania, who occupied it when Alexander Hamilton was president. The post pays a salary of \$5,000.

Mr. Cooksey is a native of Washington and has been Secretary McAdoo's private secretary for the past three years.

## COMPENSATION LAWS HELD CONSTITUTIONAL

The New York, Iowa, and Washington workmen's compensation laws were held constitutional by the Supreme Court yesterday. Justice Pitney delivered the court's opinion.

The Iowa law is an elective workmen's compensation statute. A system of compensation for all employees sustaining injuries producing disability is established in all employments except those of household servants and farm laborers.

## DO IT ELECTRICALLY!

**Electric Chafing Dishes**

WHEN friends drop in, it's no trouble at all to attach the Electric Chafing Dish to the lamp socket and arrange a tasty little "spread." No alcohol flame—no fumes—no trouble. Many pleasing designs at prices from... **\$10.50 up**

**Try the Hotpoint Electric Iron**

Ironing electrically, no smudges annoy you. You can iron anywhere, on the porch or in the most convenient room in the house. No matter where you do the ironing, the room remains cool and comfortable, for the heat is applied only to the bottom of the iron—not to the room, nor to you. Price, complete... **\$4.50**

**Hotpoint Radiant Stoves**

THESE little stoves, the latest and best, do regular kitchen cooking. They're joyous little helpers anywhere, even on the breakfast table. Light, easily carried about, and attachable to any lamp-socket. Do your cooking cleanly and conveniently. See them. Price only... **\$4.50**

**This Radiant Grill**

—may be cooked on above and below the glowing coils at the same time, making the electricity do double duty. It has a large tray to protect the table and 3 pans of varying depths. This "3-pound range" may be used anywhere. Price **\$6.50** only.

## NATIONAL ELECTRICAL SUPPLY COMPANY

1520-30 NEW YORK AVE. MAIN 6800

## BANKING WITH FUNDS BY MAIL

is made easy by means of the check book furnished every depositor, the accounts being subject to check without presentation of pass-book.

**PAID CHECKS** are returned to the depositor whenever the pass-book is balanced and not only provide a receipt for payments made, but also an effective means of checking up expenditures, making possible considerable economy.

**PASS-BOOKS** should be invariably sent in when all the funds are withdrawn.

**NO MONEY** will be paid to any one who presents a pass-book unless it is accompanied by a check bearing the genuine signature of the depositor. This removes any risk of loss by theft of pass-book or by forgery.

Let us send our pamphlet with full information.

**INTEREST PAID ON ALL DEPOSITS.**

**WITH THE WASHINGTON LOAN AND TRUST COMPANY WASHINGTON, D. C.**

## HORNING LOANS

**LOANS ON DIAMONDS, WATCHES, JEWELRY**

Free Automobile Service from Northeast Corner of Ninth and D Streets N.W.

**GARDEN** ALL SEATS 15c

**STRAND** ALL SEATS 15c

**ROBERT WARWICK** LAST TIME TODAY

**THE ARGYLE CASE**

**Peggy Hyland and Marc McDermott** TODAY AND THURS.

**GRIPPING VITAGRAPH BLUE RIBBON FEATURE**

**INTRIGUE**

## RUB ON SPRAINS, PAINS, SWELLING

Don't Suffer! Relief Comes the Moment You Apply "St. Jacobs Oil."

Don't stay crippled! Rub this soothing, penetrating oil right into the sprain, ache, or strain, and out comes pain, soreness, stiffness and swelling. Nothing else penetrates, heals and strengthens the injured muscles, nerves, tendons and ligaments so promptly. It doesn't burn or discolor the skin and cannot cause injury. Rub the misery right out. A moment after "St. Jacobs Oil" is applied you cannot feel the slightest pain or soreness, and you can go about your regular duties.

"St. Jacobs Oil" conquers pain. It has been used effectively for sprains, strains, soreness and stiffness for 60 years—six gold medal awards—Adv.

**ITS IN THE SECTION EVERESTON SECTION**

**\$5—A SET—\$5**

**Guaranteed 15 Years**

Examinations and estimates FREE.

Dental methods have totally changed in the last few years and to get the best of dentistry, consult a dentist who is practicing the late methods.

We guarantee our work.

Sets of Teeth.....\$5.00 up

Gold Fillings.....75c up

Silver Fillings.....50c up

Gold Crowns.....\$3.45, \$5

Reliable in every way. We refer you to the Second National Bank. Easy payment terms to those who cannot pay cash.

**Dr. Smith Dentists (Inc.)**

Cor. 7th and E Sts. N.W.

Over People's Drug Store. Open Daily 9 to 5.30. Sunday, 9 to 3. Reference, Second National Bank. Lady attendant.

## BIRTH RECORD.

**WHITE.**

Harry O. O. and Adele Stiles, girl. B. Louis and Beulah Schlossberg, girl. George G. and Annie E. Richardson, girl. Philip M. and Nellie L. Riley, boy. David and Beulah Ostah, girl twins. Beverly J. and Edna M. Moore, boy. Charles W. and Carrie M. Miller, boy. Joseph L. and Florence A. Moders, boy. Robert E. and Kathryn McDonald, girl. Michael A. and Catherine J. Moran, girl. John E. and Helen M. Luskey, girl. Leonard G. and Anna I. Helwig, girl. Elsworth and Frances D. Dodson, boy. John and Catherine V. Casper, boy. John J. and Mamie Brodick, boy.

**COLORADO.**

Wiley and M. M. Power, girl.

Two ovens of the usual kind and a third on the fireless cooker principle feature a new gas range.